

## GOED Board Meeting Minutes

December 16, 2013 • 10:00 a.m.  
Governor's Office of Economic Development  
60 E. South Temple, Third Floor

<b>Members Present:</b>	Mel Lavitt, Jerry Oldroyd, Jake Boyer, Peter Mouskondis, Cliff White, Stefanie Bevans, Josh Romney, Margo Jacobs, Winston Wilkinson
<b>Staff:</b>	Spencer P. Eccles, Sophia DiCaro, Eric Nay, Tamy Dayley, Ron Andrus, Thomas Wadsworth, Michael Sullivan, Jeff Van Hulton
<b>Visitors:</b>	Jeff Edwards, Bill Loos, Derek Mellus, Beth Colosimo, Brice Wallace, Marshall Moore, Oz Balfour, Todd Brightwell, Kerry Hymlet, Ben Kemper, Nate Turner, Bob Myack

### Welcome

Mel Lavitt welcomed everyone to the December 16, 2013 Board meeting.

### Approval of the Minutes

**MOTION: Peter Mouskondis moved to approve the November 14, 2013 minutes. Stefanie Bevans seconded the motion. Motion was carried unanimously.**

### EDTIF – Lin Manufacturing

#### Project Highlights

- Timeline: 2014
- Target Industry: Manufacturing
- Proposed Location(s): Cache County
- Capital Investment: \$4,000,000

### Jobs & Revenue

Full time job over project lifetime: 150

The company will provide full time employees with comprehensive health and retirement benefits.

### New State Wages & Revenue:

New State Wages over 7 years: \$27,697,126

New State Revenue over 7 years: \$ 1,744,798

**MOTION: Jerry Oldroyd moved to approve Lin Manufacturing for a \$261,720 EDTIF post-performance refundable tax credit which represents an amount equal to 15% of new state revenue for 7 years. Winston Wilkinson seconded the motion. Motion was carried unanimously.**

- Total EDTIF incentive not to exceed \$261,720 EDTIF post-performance refundable tax credit.
- Must meet new qualified employment projections, employee headcount at the stated wage % criteria at 50% for each project year.
- Must commit to keep operation in Utah for the length of the incentive period, 7 years.
- Incentives are site specific and subject to local incentive participation.
- Local incentive proposal must be presented and approved by the GOED Incentives Committee in order for company to be eligible for the incentive.

Brett gave a brief background on the company and how it is run. Joe Shortine was called on the phone via conference line to thank the Board for giving them this opportunity; the incentive is very helpful in moving things forward.

### EDTIF – Beijer Electronics

#### Project Highlights

- Timeline: 2014
- Target Industry: Electronics and Manufacturing
- Proposed Location(s): Salt Lake County
- Capital Investment: \$600,000

**Jobs & Revenue**

Full time job over project lifetime:

71

The company will provide full time employees with comprehensive health and retirement benefits.

**New State Wages & Revenue:**

New State Wages over 10 years: \$37,887,196

New State Revenue over 10 years: \$5,396,111

**MOTION: Jerry Oldroyd moved to approve Beijer Electronics for a \$1,079,222 EDTIF post-performance refundable tax credit which represents an amount equal to 20% of new state revenue for 10 years. Stefanie Bevans seconded the motion. Motion was carried unanimously.**

- Total EDTIF incentive not to exceed \$1,079,222 EDTIF post-performance refundable tax credit.
- Must meet new qualified employment projections, employee headcount at the stated wage % criteria at 50% for each project year.
- Must commit to keep operation in Utah for the length of the incentive period, 10 years.
- Local incentive proposal must be presented and approved by the GOED Incentives Committee in order for company to be eligible for the incentive.

Nate Turner answered questions from the Board regarding the types of jobs that they will be hiring for and also the timeline on the hiring.

Kerry Hymlet, Director of Human Resources discussed why Utah was selected. Some of the main reasons were workforce and the culture in Utah with the work-life and family balance.

**MPAC****“The Giver”**

## Project Highlights

- Category: Feature Film
- Genre: Drama
- Director: Phillip Noyce
- Producers: Jeff Bridges, Neil Koeningsberg, Nikki Silver

## Utah Jobs and Revenue

- Estimated Cast: 5
- Estimated Cast Average Salary: \$900/day
- Estimated Crew: 70
- Estimated Crew Average Salary: \$300/day
- Estimated Extras: 10
- Estimated Extras Average Salary: \$125/day
- Length of Film Production: 5 days
- Estimated Spend: \$640,266

## Project Schedule

- Prep: January 4, 2013 through January 12, 2014 (Utah)  
July 8, 2013 through October 6, 2013(Full)
- Principal Photography: January 13, 2014 through January 17, 2014  
  
October 7, 2013 through January 17, 2014 (Full)
- Post Production: 0 Days of Post Production in Utah  
January 18, 2014 through June 24, 2014 (Full)

**MOTION: Cliff White Approved for Giver Productions a Motion Picture Incentive Program post-performance tax credit of no less than \$128,053 (which represents 20% of dollars left in state) for the production of ‘The Giver.’ Margo Jacobs seconded the motion. Motion was carried unanimously.**

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$200,000 minimum dollars left in state to be eligible for the incentive
- At least 85% of the production’s cast/crew must be Utah residents and/or Utah students.

### “Black Lung”

#### Project Highlights

- Category: Feature Film
- Genre: Drama
- Director: Chase Palmer
- Producer: Sara Murphy, Philip Seymour Hoffman, Emily Ziff, Ben Cosgrove

#### Utah Jobs and Revenue

- Estimated Cast: 30
- Estimated Cast Average Salary: \$830/day
- Estimated Crew: 111
- Estimated Crew Average Salary: \$303/day
- Estimated Extras: 250
- Estimated Extras Average Salary: \$73/day
- Length of Film Production: 25
- Estimated Spend: \$3,612,663

#### Project Schedule

- Prep: January 6, 2014 through February 23, 2014
- Principal Photography: February 24, 2014 through March 28, 2014
- Wrap: March 29, 2014 through April 11, 2014

**MOTION: Jake Boyer 2929 Entertainment, LLC a Motion Picture Incentive Program post-performance tax credit of no less than \$722,533 (which represents 20% of dollars left in state) and up to \$903,166 (which represents 25% of the dollars left in state) for the production of “Black Lung.” Peter Mouskondis seconded the motion. Motion was carried unanimously.**

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$1,000,000 minimum dollars left in state to be eligible for the incentive
- Dollars left in state start date no earlier than 30 days prior to the Governor’s Office of Economic Development Board of Directors approval
- 2929 Entertainment, LLC may be eligible for an additional 5% incentive upon verification of meeting the criteria as adopted by the GOED Board and administered by the Governor’s Office of Economic Development and the Utah Film Commission. Total incentive with this condition, if all terms are met to the satisfaction of the Utah Film Commission, shall not exceed \$903,166 (25% of the dollars left in state).

### “We Are Hope”

#### Project Highlights

- Category: TV Series
- Genre: Webisodes
- Director: TBD
- Producers: Pat Melfi, Brandon Frank, Ted Fujimoto, Kenneth Bell, Brandyn Cross, Pietro D’Alessio

#### Utah Jobs and Revenue

- Estimated Cast: 60
- Estimated Cast Average Salary: \$125/day
- Estimated Crew: 75
- Estimated Crew Average Salary: \$150/day
- Estimated Extras: TBD
- Estimated Extras Average Salary: \$100/day
- Length of Film Production: 33
- Estimated Spend: \$715,000

## Project Schedule

- Prep: November 6, 2013 through January 4, 2014
- Principal Photography: January 5, 2014 through June 28, 2013
- Wrap: June 28, 2014 through June 29, 2014
- Post Production: June 30, 2014 through September 30, 2014

**MOTION: Peter Mouskondis moved to approved for The MuzArt World Foundation, Inc a Motion Picture Incentive Program post-performance tax credit of no less than \$143,000 (which represents 20% of dollars left in state) for the production of ‘We Are Hope.’ Cliff White seconded the motion. Motion was carried unanimously.**

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$200,000 minimum dollars left in state to be eligible for the incentive
- At least 85% of the production’s cast/crew must be Utah residents and/or Utah students.

## Susen Sawatzki – Ad News

Susen Sawatzki proposed to add in her content the stories of success that GOED has had on the incentives side. Mel Lavitt let her know that the staff would consider her request and respond.

## GOED Update

Spencer P. Eccles, Executive Director of GOED thanked the Board for what they are doing within the State. He discussed the Governor’s budget and he was happy with the outcome. Some of the issues considered came out of the GEC meetings and Envision Utah. One of the key things that the Governor has decided was to help with the infrastructure needs that will help with the growth within the State in the next 20 years. This will impact how we recruit companies. There will be a planning meeting in January with the GOED Board on how to move forward in 2014.

## Incentives Update

Eric Nay, Incentives Manager gave an update on the Incentives Program regarding new and existing projects.

## EDCU Update

Jeff Edwards, President of EDCUtah, presented on the status of current and upcoming projects in the pipeline. He spoke on the increase of the number of projects that EDCU is seeing in all industries.

Meeting adjourned.